



SOCIETY of  
AMERICAN  
FLORISTS

June 19, 2000

The Honorable Jere Glover  
Chief Counsel  
Office of Advocacy  
U.S. House Small Business Administration  
Washington, DC 20416

Dear Mr. Glover:

I am writing to express my strong support for the Office of Advocacy and specifically for your leadership as Chief Counsel. We commend you for your commitment to helping small business succeed.

SAF is pleased to have worked closely with you and your team of professional staff on a variety of issues. SAF especially applauds your efforts to raise the concerns of small businesses to federal agencies using the Small Business Regulatory Enforcement Fairness Act (SBREFA). SAF believes your leadership on several regulatory initiatives such as OSHA's rulemaking on safety and health programs and ergonomics have been instrumental in agency compliance with the Regulatory Flexibility Act (RFA).

Under your leadership, the Office of Advocacy has evolved into a formidable force in representing small business in agency rulemakings. In accordance with SBREFA,

you convened a panel including of small businesses to analyze the impact of OSHA's draft safety and health proposal. The panel found that OSHA grossly underestimated the costs of compliance to small entities. The panel's report contained recommendations for important modifications to the proposal to protect small business.

A year ago, you spoke at SAF's legislative conference and were instrumental in demonstrating the importance of the SBREFA process to our membership. You and your staff have continuously met the needs of our membership and proved to be a valuable resource to our association staff.

SAF believes your personal dedication, knowledge, and experience as a watchdog of small business has been critical to educating federal agencies on the special challenges facing small entities and facilitating an open dialogue between all the stakeholders.

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SAF represents the entire floriculture industry, made up of nearly 70,000 small business including growers, wholesalers, retailers, suppliers and manufacturers across the United States. The US floral industry is both labor and capital intensive. The cumulative burden of regulation is threatening the industry's competitiveness and viability.

SAF believes you have created the strongest Office of Advocacy ever. Advocacy's role is critical to giving SAF and its members a voice in the regulatory process. You have a record of success that we deeply appreciate.

Sincerely,



Dave Lisowski  
Chairman Government Relations Committee



Jeanne Little  
Director, Government Relations